



**TISHAURA O. JONES**  
TREASURER  
CITY OF SAINT LOUIS  
MISSOURI

February 1, 2016

To Whom It May Concern,

Pursuant to City Ordinance #64457, the Funds Committee, which is chaired by the Treasurer and includes the Mayor and the Comptroller, is required each year to evaluate the financial institutions seeking to be City depositories. This process must be completed not later than June 6, 2016.

According to the City code, the Treasurer's office has the authority to encourage banks and financial institutions to increase their financial commitment to the revitalization of the City through mortgage and home improvement loans to credit-worthy individuals and through commercial loans to facilitate development and redevelopment throughout the City. Additionally, it shall be the duty of the Treasurer to advertise annually, by February, for submission, by March 1 in each year, of applications from regularly organized national and state depositories insured by the Federal Deposit Insurance Corporation for certification as depositories for funds of the City.

Our application process is quite comprehensive and we are asking for several data points from financial institutions that either currently do business with the City or would like to do business with the City.

This year, the application process requires the following data:

- 1. Residential Loans.** Data for the last calendar year at the census tract block level. Data should include:
  - a. One- to four-family home purchase loans
  - b. Refinance home loans
  - c. Home improvement loans
  - d. Home equity loans
  - e. Multi-family loans
  - f. Loans to non-occupant owners of single family properties
  - g. Modifications of distressed loans and type of modification, including interest rate reductions, forbearance, principal reduction, or repayment plans in which the outstanding loan amount increases, and an indication of whether the modification was executed under the Federal Home Affordable Modification Program (HAMP), another Federal program, or the institution's own modification program
  - h. Defaults and delinquencies on home loans – reported for the entire city, not by census tract
  - i. Real Estate Owned properties

2. **Small Business Loans.** Loans to small businesses with revenues above \$1 million will be reported separately from loans to small businesses under \$1 million. The depository will use the same reporting procedures as mandated by CRA.
  - a. Total number and dollar amount of small business loans for the entire City.
  - b. Total number and dollar amount of small business loans for each census tract.
  - c. Total number and dollar amount of small business loans for minority and women-owned business enterprises for the entire City.
3. **Community Development Loans and Investments.** Each loan and investments will be designated as affordable housing, small business development, economic development, community facilities, or another activity as defined by the CRA.
  - a. Total number and dollar amount of community development loans for the entire City.
  - b. Total number and dollar amount of community development loans for each census tract.
4. **Branches and Deposits.** Number of branches and ATMs in the City as well as the address of each branch and ATM with the number and dollar of deposits for each branch.
5. **Consumer Loan Data (only required by banks that choose to collect the data for CRA consideration).**
  - a. Number and dollar amount of consumer loans for the entire City.
  - b. Number and dollar amount of consumer loans for each census tract.
6. **Workforce Diversity.** Number and proportion of minorities, females, and city residents employed for each bank delineated by employees, senior management, and members of the board of directors.
7. **Annual Report.** Most recent annual report or SEC-10K report with quarterly financial updates and other filings
8. **CRA Exam.** Most recent CRA exam evaluation.
9. **Branch Closing Policy.** A copy of the institution's branch closing policy.
10. **Financial Education Efforts in the Community.**

Describe in a brief narrative the activities or efforts of your institution to provide financial education in the City of St Louis. This includes but is not limited to participation in events, outreach, special projects, or resources (financial or otherwise) provided to organizations in support of financial education and empowerment.

This request for information gives the Treasurer's Office an opportunity to have a complete picture of your financial institution, as the HMDA report previously submitted only highlights one part of your business.

In addition to submitting your annual HMDA for calendar year 2014, a copy of this letter, instructions for completion, and an excel template for reporting purposes is located on our website. This information must be received in the Treasurer's Office **on a removable USB drive** no later than **March 14, 2016**.

If you have any questions, please do not hesitate to contact me at (314) 622-3434.

Sincerely,

A handwritten signature in black ink, reading "Tishaura O. Jones". The signature is fluid and cursive, with the first name being the most prominent.

Tishaura O. Jones,  
Treasurer